

Women Owned Businesses

The Facts

- As of 2002, there are an estimated 6.2 million majority-owned, privately-held women-owned firms in the U.S., employing 9.2 million people and generating \$1.15 trillion in sales.
- Between 1997 and 2002, the Center for Women's Business Research estimates that the number of women-owned firms increased by 14% nationwide (twice the rate of all firms), employment increased by 30% (1-1/2 times the U.S. rate), and sales grew by 40% -- the same rate as all firms in the U.S.
- Women-owned firms continue to diversify into all industries. Construction, manufacturing and transportation have seen the largest recent increases in the number of women-owned firms, although services and retail still make up the largest share of women-owned firms.
- As of 2002, there are an estimated 1.2 million firms owned by a woman or women of color - amounting for 1 in 5 women-owned firms (20%) in the U.S. Overall, the number of minority women-owned firms increased by 32% between 1997 and 2002 - four times faster than all U.S. firms and over twice the rate of all women-owned firms.
- Nearly 3/4 (72%) of women business owners have investments in stocks, bonds or mutual funds, compared to 58% of working women.
- 86% of women entrepreneurs say they use the same products and services at home that they do in their business, for familiarity and convenience.
- Women-owned businesses are just as financially strong and creditworthy as the average U.S. firm, with similar performance on bill payment and similar levels of credit risk.
- There has been significant improvement in access to capital for women business owners in the U.S. From 1992 to 1998, their use of credit cards dropped from 52% to 36%, and their use of business earnings to finance growth nearly doubled to 65%. Over half of women (52%) and men (59%) business owners had bank credit as of 1998.
- Fast-growing women- and men-owned firms differ from other businesses in their appetite for and use of capital. They use a wider variety of sources of capital, and are more likely to use bank credit. Yet, only 39% of women who own fast-growth firms have a commercial bank loan compared to 52% of men owners of fast-growth firms.
- Access to capital is more problematic for women of color. As of 1998, 60% of Caucasian women business owners had bank credit, compared to 50% of Hispanic, 45% of Asian, 42% of Native American and 38% of African-American women owners.
- Women are becoming more active in the equity capital markets, but in a survey conducted in late 1999, just 9% of the institutional investment deals and 2.3% of the dollars among the investors interviewed went to women-owned firms.
- Women business owners are philanthropically active: seven in 10 volunteer at least once per month; 31% contribute \$5,000 or more to charity annually; 15% give \$10,000 or more. Women business owners are more likely than men to serve in leadership positions in their volunteer pursuits.
- High net worth women business owners and executives are active and generous philanthropists. Over half contribute in excess of \$25,000 annually to charity, including 19% who give \$100,000 or more.
- The workforce of women-owned firms shows more gender equity. Women business owners overall employ a roughly gender-balanced workforce (52% women and 48% men), while men business owners employ, on average, 38% women and 62% men.

Source: Center for Women's Business Research

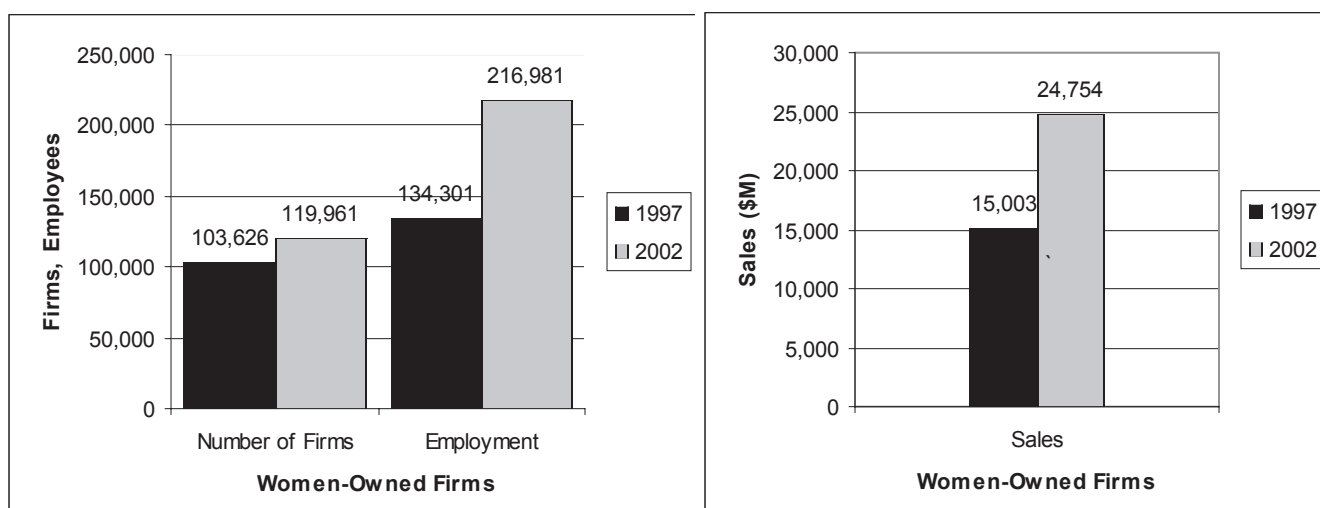
Missouri Women's Council

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Missouri's Women Owned Businesses

- As of 2002, there are an estimated 119,961 majority-owned, privately-held women-owned firms in Missouri, accounting for 29% of all privately-held firms in the state.
- Women-owned firms in Missouri employ nearly 217,000 people and generate almost \$24.8 billion in sales.
- Between 1997 and 2002, the Center for Women's Business Research estimates that the number of women-owned firms in Missouri increased by 16%, employment grew by 62%, and sales increased by 65%.
- The Center estimates that there are 22,626 women-owned employer firms in Missouri. The number of these firms grew by 38% from 1997 to 2002 - four times the growth rate of all employer firms in the state (9%).

**In Missouri, Women-Owned Firms Approach 120,000,
Employment Nears 217,000 and Sales Approach \$24.8 Billion**



- Among the 50 states and Washington, DC, Missouri ranks 20th in the number of women-owned firms in 2002, 12th in employment, and 13th in sales.
- Missouri ranks 22nd in the growth in the number of women-owned firms between 1997 and 2002, 10th in employment growth, and 12th in sales growth among the states and Washington, DC.

**Employment and Sales in Women-Owned Firms in Missouri are Growing More Rapidly
than the National Average**

